

Exhibit A

SCOPE OF WORK

PURPOSE

The purpose of this agreement is to fund the Energy Commission's membership in the Clean Energy States Alliance (CESA).

This membership will permit the Energy Commission to serve on CESA's Board of Directors, influence proposed joint project work, guide targeted assistance for program challenges faced in California, collaborate with representatives from other states, exchange information with other CESA members, and participate in biannual meetings and monthly update conference calls.

The following is an outline of general activities performed by CESA and opportunities for the Energy Commission's involvement as a member of CESA.

1. Joint Projects

Through its joint projects, CESA works to find solutions to key, cross-cutting problems that many CESA members face such as wind facility siting, RPS implementation, solar PV market development, use of innovative clean energy finance tools, and hydrogen and fuel cell education.

Active Joint Projects

- Solar Project
- Wind Siting and Acceptance
- RPS Implementation Project
- Clean Energy Finance Project
- State Leadership in Clean Energy Awards
- Hydrogen and Fuel Cell Education
- CESA National Clean Energy Database
- DOE Marine Energy Technology Advancement Project
- Renewable Energy Program Evaluation Project

Joint Projects in Development

- DOE/States Energy Storage Project

2. Client Services

Through individual member program assistance, biannual meetings, and monthly member update webinars, CESA delivers client services, information, and analysis related to clean energy programs, technologies, and markets.

CESA General Client Services

General client services are umbrella services that benefit all members and focus on network development and information sharing between CESA members. These services include:

- CESA website & list serve
- CESA biannual meetings
- CESA biennial reports on U.S. Clean Energy Funds
- Pro-bono counsel assistance on clean energy related legal issues
- CESA Members monthly-update webinars
- Membership development

CESA Individual Client Services

Individual client services are specific assistance provided by CESA staff to individual members for state-specific support. Individual client services assistance typically fall into four categories:

- Assistance for individual state program development and analysis.
- Requests for specific information of value to a fund such as information from other states or countries, or data acquisition requests.
- Public education and messaging expertise for individual state initiatives.
- Support to assist individual funds to continue their programs by providing information and analysis for legislative or administrative processes.

3. CESA Information Exchange and Analysis

Through CESA's website, case studies, and reports, CESA provides comprehensive and low-cost analysis on state clean energy programs' efforts across the country to identify and promote best practices.

- **LBNL Case Studies**
CESA works with Lawrence Berkeley National Laboratories (LBNL) to develop case studies on clean energy technologies and provide strategic advice on CESA programs.
- **CESA Website – Redesign**
The CESA website will be redesigned and updated in 2010-2011. CESA will be working to make the website a more effective resource for members and more accessible to the public.
- **Documentation of Best Practices**
CESA will continue to work with states to identify best practices to promote renewable energy technologies. CESA staff will regularly survey CESA members and states to identify clean energy best practices, programmatic experience and results and recent program developments, and new state-based strategies to advance the market for clean energy technologies. Key findings will be summarized and shared with CESA members.
- **Program Analysis and Performance Reports for Clean Energy and Economic Development**

CESA will continue to serve as a clearinghouse for reports and analysis on clean energy and related economic development issues. Reports will be posted on the CESA website.

- **International Activities on Low Carbon Initiatives**
CESA will continue to maintain a section of the CESA website to facilitate an information exchange of best practices and innovative financing mechanisms between state clean energy fund managers and their international counterparts.
- **Updates of Annual Funding Summaries of Member programs; CESA National Database**
In 2010-2011, CESA will continue to maintain a comprehensive database to document state member support for renewable energy project deployment, providing an up-to-date account of the type and amount of renewable energy projects that have been supported by member programs, individually and collectively.
- **CESA Washington, D.C. Office**
Last year, CESA opened an office in Washington D.C. to ensure that the interests and perspectives of its members, the leading state-level, publicly funded clean energy programs, are articulated clearly and considered by major external stakeholders, federal agencies, and public officials as the clean energy sector continues to receive increasing attention at the federal level. During the upcoming year, CESA will increase its staffing in the Washington office to take full advantage of federal opportunities to support the clean energy work of the states.
- **Public Education and Promotion of CESA Members**
CESA continues to increase the public profile and awareness of CESA and its members through articles, press releases, forums, etc. CESA will regularly engage other parties to write about and promote CESA-related activities and post these articles on the CESA website.

4. CESA Partnership Development

CESA staff work with other public and private partners to create new partnership initiatives on clean energy issues of mutual concern to benefit CESA members. These partnership development opportunities are designed with one goal in mind – to leverage support for the work and objectives of CESA's member clean energy programs.

CESA partners include federal agencies such as the Department of Energy, Department of Interior, Department of Homeland Security, state membership associations such as NASEO, and industry associations such as the National Hydrogen Association, American Wind Energy Association, and Solar Energy Industry Association.